

# Fujairah “APPEC”

## Virtual Workshop 2021

September 28th, 2021 (11:30am UAE | 3:30pm SGT)



**“Outlook for Fujairah in the Post-pandemic cycle:  
Trading - Storage - Shipping?”**

Port of Fujairah



Port of Fujairah  
United Arab Emirates

uni  
per

Vitol

aramco   
trading

GI Consultancy  
Intelligence  
Publishing

[Thegulfintelligence.com](http://Thegulfintelligence.com)

## WORKSHOP HOST

### Port of Fujairah



Strategically located on the Eastern seaboard of the United Arab Emirates, approximately 70 nautical miles from the Straits of Hormuz, Fujairah is the Middle East's leading energy hub location for oil trading, storage, and bunkering.

Under the patronage, vision and support of His Highness Sheikh Hamad bin Mohammed Al Sharqi, Member of the Supreme Council and Ruler of Fujairah, Fujairah Oil Industrial Zone with its highly sophisticated yet flexible infrastructure hosts the Middle East's largest commercial storage capacity for refined oil and crude oil products (currently 9.5mil/m<sup>3</sup>) operated by 13 international recognized terminal operators, trading facilities within the Fujairah Free Zone and the regions premier port infrastructure have been developed to assist Gulf and International NOCs, IOCs, Global Oil Traders and Service Companies expand their commercial footprint both locally and internationally.

The Port of Fujairah in particular has grown exponentially, strategic investment in; infrastructure, facilities and comprehensive support services has enabled the port to keep abreast of the various trade and industry developments, market demands and establish the ports reputation as a globally renowned safe, efficient and progressive hub location.

The Port of Fujairah is a "One Stop Shop" for the maritime industry, providing comprehensive services such as; bunkering, ship repairs, chandlery services, vessel inspections, crew changes and a complete medical clinic dedicated for seafarers. Within the confines of the port is Fujairah Oil Tanker Terminals (FOTT), the UAE's premier hub location for Bunkering & Oil Trading activities, specifically designed to safely and efficiently handle the high volume of crude oil and refined products imported / exported by the 13 international recognized terminal storage companies which are directly connected to the port. The Port of Fujairah offers total flexibility to the terminals by providing them access to any of the berths within FOTT or direct transfer of products between terminals without chartering a vessel via two matrix manifolds.

Fujairah Oil Tanker Terminals (FOTT) operates a total of 9 main berths, 14 wing berths & 2 dedicated barge berths, handling vessels ranging from 3,000dwt to 200,000dwt, a VLCC jetty was commissioned in September 2016 capable of handling both Fuel Oil and Crude Oil vessels from 87,000dwt to 330,000dwt. The most recent development within Fujairah have been; the full scale commercial deployment of the Blockchain distributed ledger technology, the first technology of its kind to be introduced by S&P Platts, this offers FOIZ and the terminal operators transparency through secure access to information, ease of use, and a full audit trail to collate weekly inventory oil products storage data. The deployment of this new technology coupled with advancements made in the Port of Fujairah, continued expansion of Fujairah Oil Industrial Zone (FOIZ) and the Free Zone will go a long way in establishing Fujairah as the next global oil benchmark. Also, the Port of Fujairah has recently signed a 35-year concession agreement with Abu Dhabi Ports granting Abu Dhabi Ports exclusivity to enhance existing infrastructure in addition to managing all Container, General Cargo, RoRo and Cruise Ships in the Port. The Port's capacity is expected to reach 1 million TEUs and 700,000 tons of general cargo by 2030.

## “Outlook for Fujairah in the post-pandemic cycle: Trading - Storage - Shipping?”

**W** What is the key ingredient for an energy and trading hub to become global? Location, location, location. Lying 70 nautical miles south of the Strait of Hormuz, the Port of Fujairah has certainly ticked that box. Accordingly, the Port has been busy in recent years ramping up its operational credentials. It added a very large crude carrier (VLCC) jetty in September 2016 – the first on the Indian Ocean

coastline of the Arabian Peninsula, and signed a -35 year concession agreement with Abu Dhabi Ports in June 2017 through an AED 1 billion investment program which should see Fujairah benefitting from greater volumes and increasingly sophisticated levels of infrastructure. The regional spotlight on Fujairah is clear. In February 2019, ADNOC announced that it was building the world's largest single underground storage

with a total capacity of 42 million barrels of crude oil in the Emirate. Furthermore, in the summer of 2019, ADNOC acquired a %10 stake in VTTI, a Vitol-backed global energy storage company – securing storage opportunities globally, and in Fujairah. Aramco Trading chose the Emirate as the location for its second overseas facility last year, the first to establish an international energy trading desk in the emirate.



# SPEAKERS

## TRADING



**Chris Bake**  
Member of the Executive Committee  
Vitol

**CONFIRMED**



**Martijn Heijboer**  
Business Development Manager  
Port of Fujairah

**CONFIRMED**



**Ben Luckock**  
Co-Head of Oil Trading  
Trafigura

**INVITED**

## STORAGE



**Hari Dattatreya**  
Global Oil Director  
Royal Vopak

**CONFIRMED**



**Malek Azizeh**  
Operating Partner  
Prostar Capital

**CONFIRMED**



**Capt. Ali Al Abdouli**  
Deputy Manager  
Fujairah Oil Tanker Terminal

**CONFIRMED**

## SHIPPING



**Capt. Mayed Alameiry**  
Harbour Master  
Port of Fujairah

**CONFIRMED**



**Rania Tadros**  
Managing Partner – Dubai  
Ince & Co.

**CONFIRMED**



**Pradeep Rajan**  
Senior Managing Editor  
APAC Freight Markets  
S&P Global Platts

**CONFIRMED**



**Faidon Panagiotopoulos**  
Senior Trader  
GMS

**CONFIRMED**

# Knowledge Partner

## WORKSHOP ROUNDTABLE MODERATOR



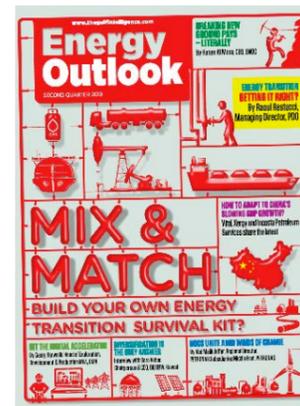
**Sean Evers**  
Managing Partner  
Gulf Intelligence



Consultancy  
Intelligence  
Publishing

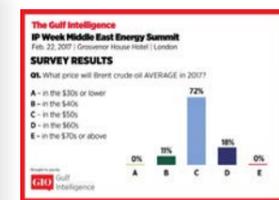
Gulf Intelligence (GI) is the leading strategic consulting group in the Middle East focused on the international energy & natural resources industry. The Dubai-based firm uses more than 10 years of operational experience in the region to offer trusted, fully compliant, and strategic advice. The GI consultancy provides expert and hands-on assistance to international clients looking for opportunities or seeking solutions in the Arab Gulf, as well as supporting national energy stakeholders expand their global engagement.

# Gulf Intelligence Publications



# Results Driven White Paper

**Harvesting knowledge from result-oriented events - Intelligence from the discussions are captured in editorial format and published in Special Reports & Whitepapers:**



Surveys conducted during the event are used to harvest intelligence in the form of White Papers & Special Reports



Consultancy  
Intelligence  
Publishing